

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Gater Industries

Manufacturing-Works

Icing it with ISO at Gater Industries

Client Profile:

Gater Industries is a privately owned company located in Cheyenne, Wyoming. Founded in 1975, the company produces wiring harnesses and assemblies for a diverse customer base including hospital emergency rooms and huge diesel engines. Gater Industries employs 100 people.

Situation:

Gater Industries had been facing severe competition off-shore as well as from other supply chain members competing for certain markets. As a result, the company had lost some market share in some product lines and had experienced an elimination of workers to keep itself in business and was once again on the downward spiral. Gater contacted Manufacturing-Works, a NIST MEP network affiliate, for assistance.

Solution:

Manufacturing-Works provided two very different and very important aspects to Gater in the form of Lean 101 training and ISO 9000. Tailoring both of these programs to the needs and capacity of Gater at any given interval allowed the company to achieve continuity in their operation and delegate the right time for the right program.

Results:

- * Hired over 50 new employees.
- * Regained market share from former customers by offering ISO certified products in high tech and critical hospital room assemblies.
- * Planned expansion of business.

Testimonial:

"Manufacturing-Works provided the right initiatives to us at the right time; never pushy, they stuck with us as we went through our highs and lows and allowed both ISO 9000 and Lean to sink in at the right intervals to make our business a continuous improvement process through both major programs."

Kevin Mallory, President/Owner